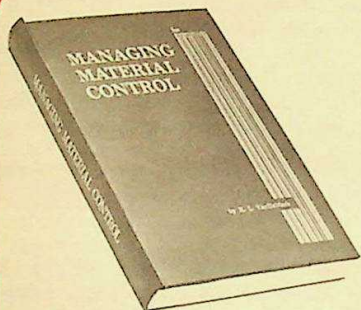


D 74/STATIONERY Box

VanDeMark Inc.

QUALITY PRODUCTS
for
MATERIAL CONTROL
and
MATERIAL HANDLING

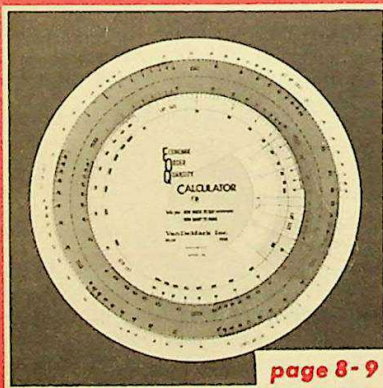


page 2-3

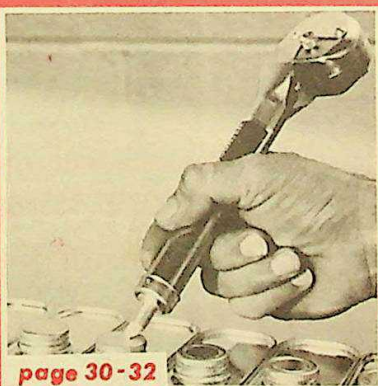
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page 28-29



page 8-9



page 30-32



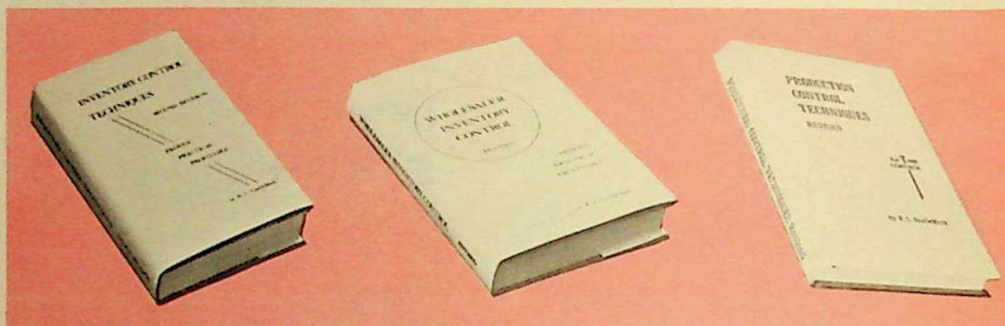
page 22



page 16

OUR LATEST BOOKS !

Written by a Professional for Professionals



A

"INVENTORY CONTROL TECHNIQUES — SECOND REVISION" is a proven text on the latest in practical inventory control methods. The book covers the subject in depth: Lot-Size Benefits . . . Quantity Discounts . . . Fewer Shortages & Excesses . . . Order Flow Improvement . . . Requirements Planning . . . Impact of Merchandising . . . Cycle Counting . . . and many more. 33 Chapters, 432 Pages, Hard Cover.

— Inventory Control Techniques—Second Revision 010-001 **\$13.50**

The BASICS

for manufacturers ↗
for wholesalers ↘

B

"WHOLESALE INVENTORY CONTROL — REVISED" talks the wholesaler's language, providing specific ways to keep the inventory investment down and the service level up. Included are methods for order points which keep the stockout level down, line-buying which assures profitable buying, three ways to classify your inventory, use of bin reserve to reduce operating costs, and many more. 27 Chapters, 384 Pages, Hard Cover.

— Wholesaler Inventory Control — Revised 010-0006 **\$12.50**

C

"PRODUCTION CONTROL TECHNIQUES" is a practical text telling you better ways to get orders out on time. It stresses *time planning*, in expediting customer orders from receipt to shipment. Among the vital subjects covered: Is reporting by exception practical? . . . Establishing your company's natural time cycle . . . How do you set up a master schedule? . . . Practical ways to establish priorities for all orders . . . And many other topics. 22 chapters, 320 pages, hard cover.

— Production Control Techniques 010-0004 **\$12.50**

AUTHOR



Robert L.
VanDeMark

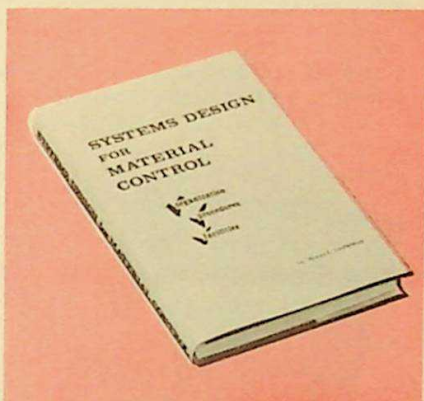
Robert L. VanDeMark, B.S., M.B.A. Formerly Production Manager for Robbins & Myers, Inc., Works Manager for the D. L. Auld Co., Plant Manager for Ironrite, Inc., and Senior Consultant on the staff of A. T. Kearney & Co. Currently a Special Lecturer at the University of Michigan and the University of Detroit and widely recognized as one of the nation's leading inventory control specialists.

INVENTORY — PRODUCTION — MATERIAL CONTROL

"Systems Design for Material Control"

There are many, many different methods available for your material control system. The assortment you should use depends upon the specific customer demand, time cycle characteristics, and cost factors present in your particular company. This new text shows you how to evaluate your company, the methods available, and choose the proper method combination for your material control system. At the end of the book is a step-by-step procedure provided for the successful installation of the material control system you have chosen. All the analysis methods are fully documented with forms and procedures. There are four full company case studies included to illustrate the use of this system design for material control. Sixteen chapters, 192 pages.

Do You have Your Copy?



Hard Cover

\$ 13⁵⁰

"MANAGING MATERIAL CONTROL" has been written expressly for executives: the executive responsible for material control, the executive whose department cooperates with material control, the material control head, and the executive-to-be. It indicates what support material control should provide the executive and what support is needed in return. Topics include: merchandising and material control, exception sales forecasting, factual feedback for action, choice of organization and equipment, plus many other important facets of this vital business function. You'll find it easy reading, full of ideas ready to apply. Hard cover, 18 chapters, 184 pages, hard cover.

Managing Material Control
010-0005

\$12.50

Hard Cover



Soft Cover

"PRODUCTION & INVENTORY CONTROL CASE STUDIES" is the direct way to improve your skills in this area — by seeing how other companies solved their problems. A companion text to those listed above, this book presents 21 actual case histories. You can see the problems, the alternatives, the solutions — and apply them in your own company. Among the cases: The Fallacy of Automation Without Control . . . Good Warehousing Implies Fast Order Turnover . . . Production Control by EDP . . . No Substitute for Good Management . . . and 17 other cases involving job-shop, mass production, warehousing and wholesaling operations. 136 pages, soft cover.

P&IC Case Studies
010-0003

\$ 6.00

PAMPHLETS

BASE ITEM SYSTEM

In this pamphlet you will learn how to use this new system in your business. The BASE ITEM SYSTEM first isolates your troublemaker items and either eliminates them entirely or provides special controls. In this area you will learn how to handle "single-use" items, items where the purchase quantity is less than the build quantity, and highly variable demand items. The BASE ITEM SYSTEM then provides you with a simple set of seven steps which you follow to determine the specific control method use for your company.

CLASSIFY TO SIMPLIFY

- ABC and Automatic Classification — to isolate the slow-movers.
- Application — to locate the items with only one or two uses.
- Demand — to classify all items, all levels by demand variations.
- Set-Up Cost — to isolate the troublemakers and indicate correction.

PRE-CONTROL PREPARATIONS

- Separate all items into three classes relating to sales lead time.
- Prepare assembly requisitions for all final assemblies.
- Establish sales forecasting mechanism for all items "outside" the sales lead time.

CHOOSE YOUR CONTROLS TO FIT YOUR NEEDS

- Application of probability controls: Order Points, Line Points, EOQ, PDQ, etc.
- Modify probability controls to match item needs.
- Application of "explosion-forecast" controls: monthly forecast, weekly sales orders by item and by assembly. Single level explosions.
- Adaptation of "explosion-forecast" controls for safety allowance needs, at sales lead time and accumulation time.

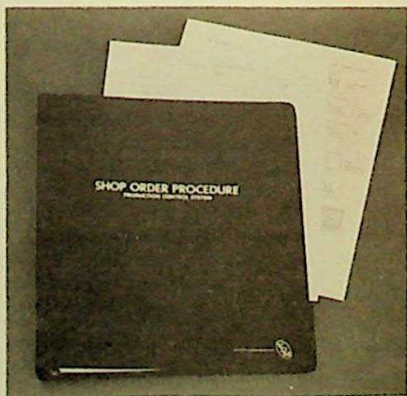


010-0018 \$8.00

SHOP ORDER PROCEDURE

Step-By-Step, Practical — From Order Receipt to Shipment

Your factory runs most efficiently when all materials are controlled with shop orders. Such shop orders should be based on proper scheduling, a minimum of paperwork, and timely dispatching. We have prepared a production control pamphlet which outlines a complete, step-by-step system for preparation of shop orders. The system will take you through all the steps from the time you receive the request for production to the actual completion of the work. Included in the pamphlet are instructions for the handling of bills of material, route sheets, equipment classification, lead time calculation, time cycle preparation, scheduling, preparation of the shop order cards, loading, and dispatching. With each set of instructions are sample forms and examples of their use. If you lack a good production control system and want a practical, economical one, get this pamphlet. It tells you precisely how to improve your production control.



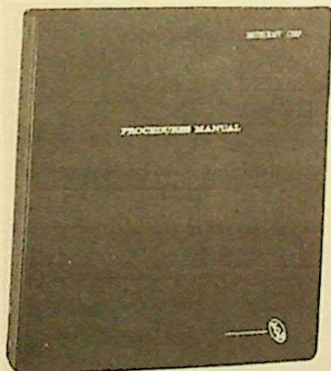
010-0017 \$26.00

PROCEDURES MANUALS⁵

Individualized to Fit Your Company

FOR MANUFACTURERS

Each Material Control Procedures Manual includes all the procedures you will need for handling material control from the receipt of sales orders to the final shipment of the merchandise. You give us the important characteristics of your company and we individualize the procedures to match the needs of your company. There is a flow chart in the front of the Manual which illustrates the inter-action of all the procedures. An organization chart is provided with "function" explanations for all major areas shown on the organization chart. Then the procedures are presented in detail. There is a glossary to explain the terms used, for those new in the material control field. Finally there are sample forms which can be used to implement the procedures. All the methods provided are practical, having been tested and proven in many, many companies.



Explanations for all major areas shown on the organization chart. Then the procedures are presented in detail. There is a glossary to explain the terms used, for those new in the material control field. Finally there are sample forms which can be used to implement the procedures. All the methods provided are practical, having been tested and proven in many, many companies.

(send for questionnaire) Procedures Manual 010-0015

\$90.00

FOR WHOLESALERS

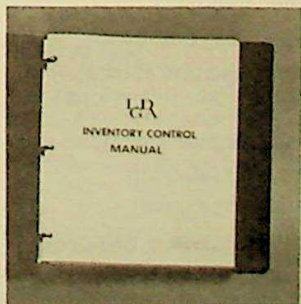
Individualized By Commodity Line

Each Wholesaler Procedures Manual includes all the purchasing and inventory control procedures needed to control your materials and your sales order flow. The Manual includes a Flow Chart, Procedures covering all the paperwork showing on the Flow Chart, Functional explanations, Glossary definitions, and samples of all Forms.

In addition to regular procedures manual materials which can be individualized for any wholesaler, we have accumulated special procedure manual materials for the following commodity lines:

- Plumbing, Heating and Air-Conditioning
- Electrical and Electronics
- Industrial Supplies & Equipment
- Automotive Parts
- Drugs and Medical Equipment
- Welding Supplies & Equipment
- Service Merchandisers
- Lawn & Garden Supplies & Equipment

Write and tell us what your commodity line is. Also, tell us whether you are manual or computer and pre-post or post-post. We'll send you just the procedures manual to fit your needs.



010-0016

\$55.00

CONTROL FORMS

Organize Your Data

You want a material control system which will work with simplicity, using the people and computer support you now have. The system must accept the usual short-comings of unreliable sales forecasts, incomplete bills of material, and incorrect data. The new "VDM — BASE ITEM SYSTEM" for material control operates successfully within these practical limitations, yet makes use of the latest "probability" and "explosion-forecast" controls.

FORMS

Size "A" — 8½ x 11 Pad 75 sheets

3.25 ea. 5 for 15.00 10 for \$23.80

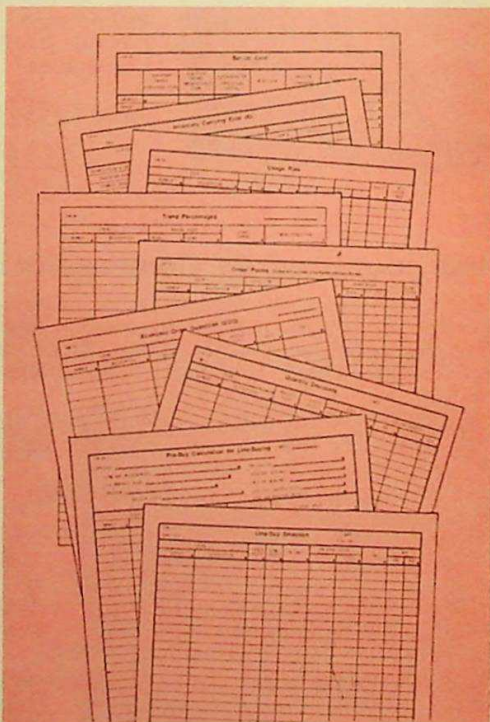
- Set-Up Costs 035-0502
- Inventory Carrying Cost 035-0503
- Usage Rate 035-0504
- Trend Percentages 035-0505
- Order Points 035-0506
- Economic Order Quantities (EOQ) 035-0507
- Quantity Discounts 035-0508
- Pre-Buy Calculation for Line Buying 035-0509
- Line-Buy Selection 035-0510
- Price Increases & Promotions 035-0511
- Evaluation of Dating Offers 035-0512
- Extended Terms Evaluation 035-0513
- Physical Inventory 035-0514
- Receiver Analysis Report 035-0515
- Time Cycle Chart 040-0526
- Master Plan 040-0528
- Master Schedule 040-0529
- Route Sheet 040-0531
- Production Order 040-0533
- Production Exception Report 040-0535
- Critical Load Report 040-0536
- Bill of Material 040-0539
- Cost Summary 040-0541
- Lead Time Calculation 040-0602

Calculate Your Controls Correctly

Size "B" — 5½ x 8½ Pad 150 Sheets

3.25 ea. 5 for 15.00 10 for \$23.80

- Purchase Requisition 035-0516
- Receiving Report 035-0517
- Stop & Start Ticket 040-0530
- Absentee Report 040-0537
- Overtime Report 040-0538
- Supply Requisition 040-0540



Padded forms (sizes "A" and "B") may be purchased in any assortment to reach the quantity price levels shown.

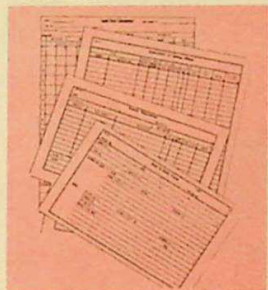
**INSTRUCTIONS WITH EVERY PURCHASE ...
AN EXCLUSIVE VANDEMARK FEATURE**

CONTROL FORMS⁷

Size "C" — 5 x 8 32# buff ledger, singles
500 for \$10.30 1000 for \$14.50
— Classification & Budget Cards
035-0501

Size "E" — 3 x 5 32# buff ledger, singles
500 for \$6.70 1000 for \$12.50
— Equipment Classification Card
040-0527

Size "D" — 3¼ x 7½ 32# ledger, singles
500 for \$10.30 1000 for 13.50
— Move Ticket (mint) 040-532
— Route Sheet (mint) 040-0550
— Requisition (canary) 040-0551
— Stock Transfer (pink) 040-0552
— Dispatch Cards (white) 040-0553
— Time Cards (green) 040-0554

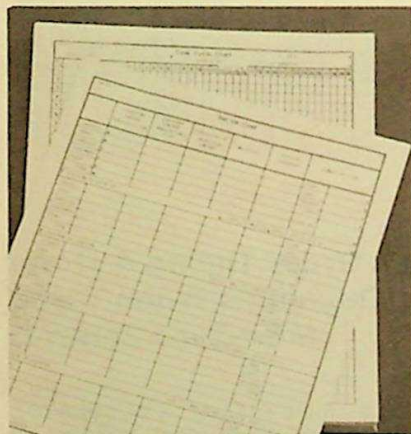


VanDeMark methods and forms are easy to use. However, it is always well to have a written procedure handy which outlines the right way to do things. Each pad that you purchase from VanDeMark has complete instructions printed on the pad. Every packet of cards or sheets also has an instruction sheet with it. The instructions take you step-by-step through the procedure needed to use the form efficiently.

COMBINATION PADS

A Variety Of Popular Forms

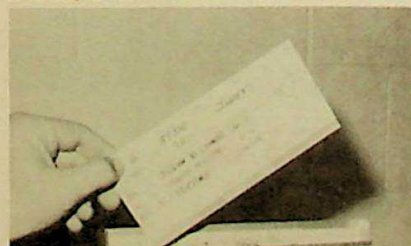
By popular demand we have assembled sets of critical forms for both inventory control and production control. There are six copies of each form and the instructions for the use of each form included in each pad.



Inventory Control Combination Pad includes
Set-Up Cost
Inventory Carrying Cost (K)
Usage Rate Calculation
Trend Percentages
Order Points
EOQ
Quantity Discounts
Pre-Buy Calculations
Line Buy Selection **\$3.50/EA**

Production Control Combination Pad includes
Time Cycle Chart
Master Plan
Master Schedule
Route Sheet
Production Exception Report
Critical Load Report
Bill of Material
Set-Up Cost
Lead Time Calculation **\$3.50/EA**

SEQUENCE CARDS

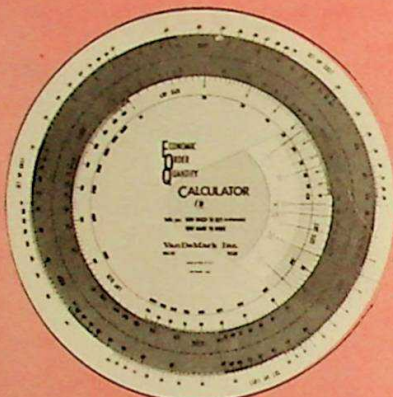


Cards, minimum 500

These 3x7 cards are the companion pieces for our Card Racks—and together they handle all your dispatching paperwork. The Sequence Cards include all the order data, plus the scheduling information needed for proper order dispatching and processing. The Shop Order Index tells the shop personnel what priority to assign each order. The current operation is clearly defined while indicating the source of the material and its next destination. Use this one card for all your dispatching. See the VDM CARD RACK to hold these Cards on Page 18.

\$19.80 per thousand

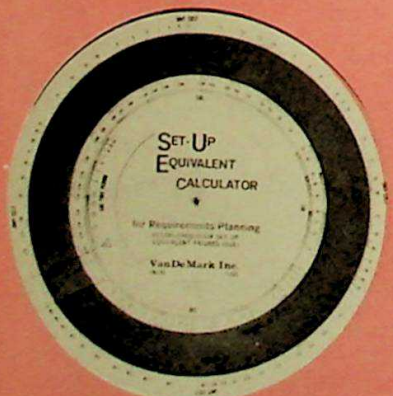
CALCULATORS



Economic Order Quantity



Purchasing Quantity Discount



Set-Up Equivalent

ECONOMIC ORDER QUANTITY CALCULATOR — Make or buy the quantity of material that gives you the lowest total cost.

Reduce set-up costs and holding costs. Keep your inventory down and in balance. The EOQ Calculator gives you the best amount to make and the right amount to buy (when no discounts are offered). It considers the usage, set-up or ordering cost, the holding costs and unit cost before indicating the most economical quantity to order.

015-0020 **\$18.20**

PURCHASING QUANTITY DISCOUNT CALCULATOR — Helps you always buy the lowest cost amount when there are price discounts or increases.

There's money to be made when your supplier offers a "deal" — quantity discounts, truck-load buys, promotions, etc. There's money to be saved by buying before a price increase takes effect. The PQD Calculator tells you exactly how much to buy in each of these situations. You'll then always be stocking items at the lowest possible cost.

015-0021 **\$18.20**

Gives Order Timing & Order Quantities When Using MRP-Type Controls

SET-UP EQUIVALENT CALCULATOR

— When you are using Requirements Planning, you must calculate the "set-up equivalent." This VDM Calculator takes your cost and usage data, translating it in seconds into the "SUE" figures you need. One setting of the discs provides all the figures you need for each problem.

015-0024 **\$18.20**

All Calculators are furnished with COMPLETE INSTRUCTIONS including illustrations and examples. 8" diameter, sturdy vinyl plastic.

Reduces Complex Formulas To A Simple, Single Setting Of Two Discs

ORDER POINT CALCULATOR—"When to order?" The right answer improves your customer service.

When you order at the right time the new material comes in just before you run out — and you avoid excesses and shortages. You must work with the practical problems of erratic usage and unreliable lead times. Plus you must keep your inventory down. The Order Point Calculator considers all these factors and establishes the best time to order for all items.

015-0022

\$18.20

USAGE RATE CALCULATOR—Assures accurate usage rates — and usage is the key to good inventory control.

Each time material is ordered, you are ordering for future usage. What is that expected future usage? In seconds, you can get the right answer with the VDM Usage Rate Calculator. When you base your controls on the proper usage rates, you'll keep your excesses and shortages to a minimum.

015-0023

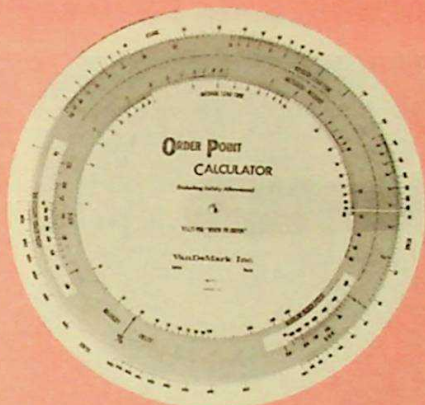
\$18.20

MACHINE LOAD CALCULATOR—

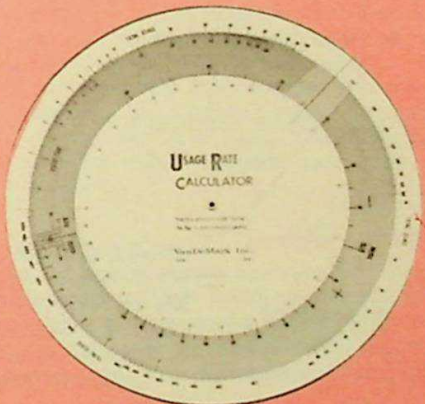
Translates work loads into manhour requirements. Determines exact work load for machines, for people, for areas, and for departments. One setting of the two discs calculates man-hour needs for all the operations on a shop order. Scaled for all the usual time standards, such as minutes per piece and hours per 100 pieces. Made of sturdy vinyl plastic, furnished with complete instructions.

015-0030

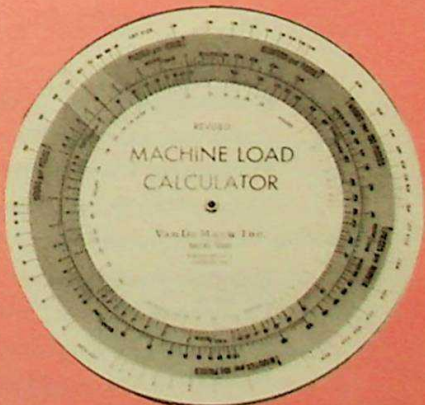
\$11.80



Order Point Calculator



Usage Rate Calculator



Machine Load Calculator

Requirements Planning Kit



Our Requirements Planning KIT does the whole job for you. The SUE Calculator develops the Set-Up Equivalent figures for you. The EOQ Calculator makes the EOQ calculation for you. The Time Cycle Chart makes sure you have sufficient time to produce as requested. The R-P Form then takes you, step-by-step, through the determination of the quantities to make and when to make them.

Numerous examples are provided in the COMPLETE INSTRUCTIONS which are furnished with the KIT. You will have ample opportunity to test your abilities to use this method before using them on your operations.

The REQUIREMENTS PLANNING KIT includes the following items:

- + Set-Up Equivalent Calculator
- + Economic Order Quantity Calculator
- + Requirements Planning Forms (padded)
- + Time Cycle Forms (padded)
- + Complete Instructions and examples

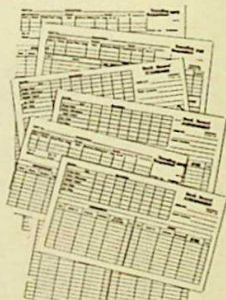
Requirements Planning KIT

020-0040 **\$38.50**

Perpetual Records

POSTING SHEETS — Two types of Posting Sheets are available — Form "A" provides ample space for material receipts, withdrawals, and balance-on-hand figures. Heading spaces are provided for the data and control information to trigger material replenishment. Form "B" provides space for material assignments, orders released to bring in new material, and the balance of unassigned material.

TRAVELER & HEADING CARD — Two types of Travelers are available, one for purchased items and one for manufactured items. Form "P" is used in requisitioning purchased material. Form "M" is for manufactured parts



Posting Sheets & Travelers 8½ x 11, singles 500 for **\$22.50** 1000 for **\$39.00**

- _____ Standard Posting Sheet "A" 025-0060
- _____ Condensed Posting Sheet "A" 025-0061
- _____ Assignment Posting Sheet "B" 025-0062
- _____ Purchasing Traveling Requisition 025-0070
- _____ Manufacturing Traveling Requisition 025-0071

Posting Cards & Travelers 5 x 8, singles 500 for **\$14.50** 1000 for **\$25.00**

- _____ Standard Posting Card "A" 025-0065
- _____ Condensed Posting Card "A" 025-0066
- _____ Assignment Posting Card "B" 025-0067
- _____ Purchasing Traveling Requisition Card 025-0075
- _____ Manufacturing Traveling Requisition Card 025-0076

SPECIAL RECORD FORMS — The records indicated above are for standard control operations using tub files. Should you need special form types and/or sizes, please contact us with your needs. We offer "vertical-visible" type record files which require special form sizes. We shall welcome your contact regarding forms, files, or any combination thereof.

INVENTORY RECORDS

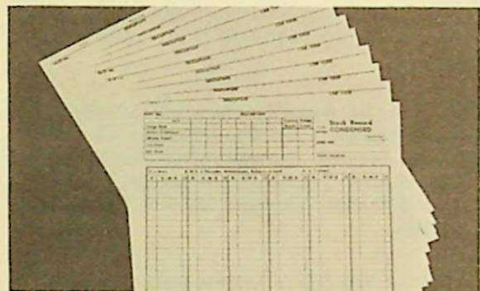
Perpetual

Improved Record Visibility, Yet Reduced In Cost

The best inventory record system uses sets of posting sheets and traveling requisitions. Therefore, the VanDeMark system recommends that you use a posting sheet and a traveling requisition for each item. To make it easy to find the set you want quickly and easily when you are posting, we have "shingled" the

traveling requisitions. The traveling requisitions are shingled (starting at 11" high and becoming shorter by 1/4" increments) in groups of 10. The posting sheets are all the same size,

When you assign your items to the sets of records, you use the collated groups, one group after another. With this arrangement, every tenth traveling requisition sticks up where you can see it. The nine sets in between hold the highest ones apart for easy visibility. All you do, when you want to locate an item, is look down the tray top and locate the group within which your item is included. You flip the groups in front of your group forward to form a stable "V". You can now see the item set you want, make a secondary, quick flip, pull your sheet and post. You'll be delighted with the speed and ease of posting.



SEE PAGE 16 FOR TRAY FILE AND STAND

POSTING SHEETS — Two types of Posting Sheets are available — Form "A" provides ample space for material receipts, withdrawals, and balance-on-hand figures. Heading spaces are provided for the data and control information to trigger material replenishment. Form "B" provides space for material assignments, orders released to bring in new material, and the balance of unassigned material. In addition Form "B" includes spaces for stock movement "in," "out" and actual "balance-on-hand." Heading spaces are provided for control data.

Standard Posting Sheet "A" 025-0060

Condensed Posting Sheet "A" 025-0061

Assignment Posting Sheet "B" 025-0062

TRAVELER & HEADING CARD — Two types of Travelers are available, one for purchased items and one for manufactured items. Form "P" is used in requisitioning purchased material. Form "M" is for manufactured items.

Purchasing Traveling Requisition 025-0070

Manufacturing Traveling Requisition 025-0071

Collated Set Prices: Posting Sheet & Travelers 1000 for \$84.00

The perfect pen for record posting. Clear, sharp writing with five colors so you can identify receipts from withdrawals with just a color change.

Four colors: black, red, green and blue. \$3.60 per dozen.

Posting Pen



POSTING KITS

Records & File — For Small Inventories, Branches, Maintenance & Office Supplies



Complete Posting Kits for the small inventory. Included in each Kit are Posting Sheets, Traveling Requisitions, a Posting Pen, Instructions for use of the records, and a handy File Box. All you need do is remove the cover from the box and you're ready to start your inventory control.

You may choose the 250 item Kit or the 400 item Kit, depending on the number of items you wish to control. Further, you may choose either the regular 8½x11 forms, with Dividers, or the VanDeMark Shingle Sets — no difference in cost.

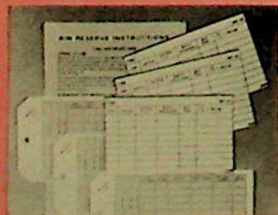
Be sure to indicate on your order which Kit and the type record sets you want. Each Kit has a part number. When you add an "R" to the part number, we'll send the regular record sets. Without the "R", you'll receive shingle sets.

All the records are VanDeMark forms, including space for control figures and supplier data. Improve the inventory control over your small inventories—branches, tools, maintenance and office supplies — by making use of the handy VanDeMark Posting Kits in your company.

POSTING KIT "250" 030-0102 \$27⁸⁰ each

POSTING KIT "400" 030-0103 \$39⁸⁰ each

Control Cards — Your Bin Reserve Office Records



The Control Cards are office records, *not* posting sheets. You fill in a card for each bin reserve item; and only post to it again should a significant change be made in the item controls or costs. The cards tell you what is held in stock under bin reserve control and, in most cases, can tell you whether you have enough to fill an order. **THE CONTROL CARDS MAKE YOUR SYSTEM FULLY ACCOUNTABLE.** Through the use of the Control Cards you can tell, at all times, quite accurately how much inventory (in dollars) you have represented by the bin reserve items. With this information you are able to *eliminate the annual physical inventory on bin reserve items.* This system is known and acknowledged by IRS and nearly all public accountants.

Control Cards 030-0095 500 for \$ 8.50
1000 for \$12.50

BIN RESERVE TAGS

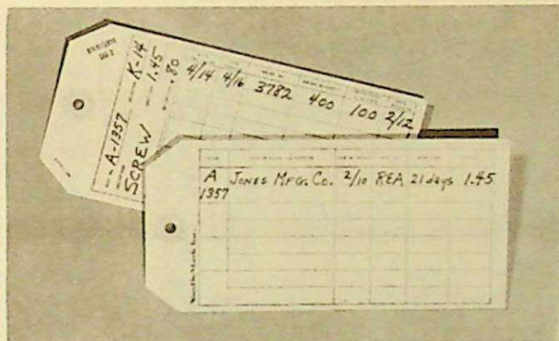
Low Cost Control For Low Value Items

Just as Good Control
as with Perpetual Records

Easy to Use, Low Cost

Eliminates

Both Paperwork
and the Annual Physical!



HOW BIN RESERVE WORKS

When an order point is reached in the storeroom, the tag is pulled and the current date is written on the tag. The tag is then given to the inventory control department where they review the controls. The key to control is current usage and the tag provides this information quite easily.

You know what you had on hand when the tag was last pulled. You know what you now have on hand. That quantity in both instances is the order point quantity. You know how much you received between the two times the tag was pulled. From these simple figures it is an easy job to calculate the usage figure.

Order points and order quantities are calculated and used in the same manner as with perpetual records. Your ordering decisions are indicated in the center of the tag, ready for reference in the future. The tag is really a "traveling requisition" without the need of a posting sheet. Complete instructions are furnished.

USING THE TAGS

You can start Bin Reserve one item at a time, a line at a time, or any number of items you wish. It is completely compatible with your perpetual records.

Calculate a new order point, including a doubled safety allowance. The doubled safety allowance is what makes the Bin Reserve work.

Count out the order point quantity and physically isolate it from the rest of the material — use a small bag or box.

Attach the tag to the order point quantity and tell everyone to use that quantity last.

When the order point quantity container is reached, the tag is pulled and turned in to inventory control. A replenishment order results.

The cycle is repeated.

Five Colors

Pink	030-0085
Yellow	030-0086
Green	030-0087
Blue	030-0088
White	030-0089

500 for \$20.00

1000 for **\$27.80**

EXAMPLE OF TOTAL LOW COST, HIGH VALUE

You Can't Beat The Control, You Can't Match The Cost

The company has about 8000 active items, in six general categories of materials. Each category should be isolated for the perpetual records. There is to be no change in the physical location of any of the items, but Storage Boxes (plus Dividers) are to be used, where applicable. Let's see how this company might estimate the system paperwork and equipment required for complete, practical, economical control of their inventory items.

Collated Sets	3000	@ 84.00/M	\$252.00
Trays (Incl. Dividers)	3	28.40	85.20
Stand	1	86.00	86.00
Bin Reserve			
Tags	5000	27.80	139.00
Control Cards	5000	12.50	62.50
Plastic Bags	2000	11.60	23.20
Storage Bins	1200	various	254.00
Dividers	1200	various	97.00
Total Investment			\$998.90

Cost per Inventory Item **12.5¢**

Here is complete, practical control
at a truly reasonable price!

The most important part of any control system is the method which the paperwork and equipment establish and maintain. The complete instructions which are furnished with each record sale indicate how to develop proper order timing and order quantity controls.

The most efficient record system is one using "sets of records" — posting sheets and traveling requisitions. We have "shingled" the sets in groups of 10. Each tenth traveling requisition is easy to identify by eye. You locate the set of 10 within which your item is located, flip apart the records at that point, and post. It's fully as fast as any other filing method and reduces the cost of equipment by about one third.

The cost of your control system is the total cost of records and equipment. The total cost to you is quite low using the VanDeMark system because of two major improvements:

Need Help?

Training

We offer "training sessions (or seminars)" in inventory control, production control, purchasing, materials management and merchandising — with separate sessions for wholesalers and manufacturers. Training is the best way to improve the operations of your company as competent management comes from informed personnel. Write us for the latest training bulletins.

Counseling

A number of companies find that they lack either the time or the personnel to make systems improvements. When that happens they ask us for individual help. We provide the "know-how" and the "scar-tissue" while we ask the client to provide the manpower. We train while we install, the improvements stick, and the cost is reasonable. Write us or call us for individual assistance.

RECORD FILING EQUIPMENT

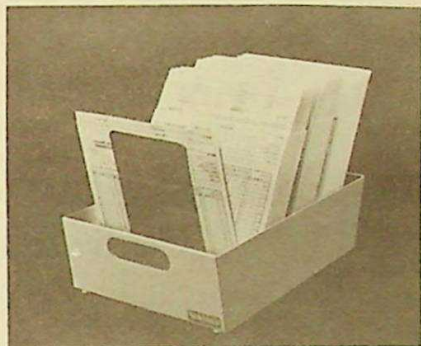
Sturdy, Practical To Use, Economical

TRAY & DIVIDERS

The Record Tray is of a convenient size (9x15) and weight, manufactured of sturdy sheet metal. Each Tray has seven steel dividers as support for the groups of forms. Strips of corrugated plastic in the bottom of the tray keep the forms from sliding between the dividers. Plastic strips on the bottom of the tray prevent damage to any furniture on which the tray is placed. Each tray holds about 1000 sets of the collated forms, for about 1000 inventory items.

030-0110

\$28.40



STAND

Each Stand holds three Trays on its top shelf, at a convenient height for the person using the forms. Three more trays can be placed on the lower shelf, if desired. The Stand is made of sturdy materials with four large casters, two fixed and two moveable, for easy movement. The Stand moves easily from one office location to another, and into the office vault, if desired, for safe keeping. Side and end rails retain the trays and provide handles for moving the Stand.

030-0120

\$86.00



COMBINATION

The top shelf of the Stand holds three Trays, which in turn hold about 2450 record sets for 2450 inventory items. The bottom shelf of the Stand can hold an additional three Trays or can be used for other materials. All records are readily visible for the posting clerk; everything being within easy arm's reach. You'll find this combination of records and equipment the perfect answer to your inventory control needs.

Stand + 3 Trays + 2450 Record Sets

030-0130

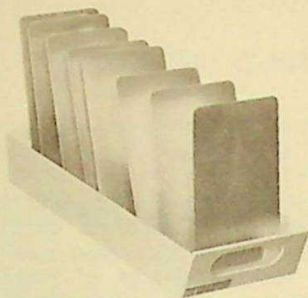
\$410.00



CONTROL WITH ECONOMY! If you want sturdy, reliable equipment and forms which provide top-notch control, use the VDM inventory control system. If you have any questions about the system application in your business, *call or write*. There is never any obligation and you'll get a prompt response. Our "scar-tissue" can be helpful in solving your problems. It's available for your asking!

16 TRAYS & CONSOLE

For All Your Filing & Sorting Needs



TRAYS TIME ENGINEERED FOR ACTIVE RECORDS

Steel supports each inch of the way — no slipping or curling of your valuable records. The "V" action lets you "open the file" to any single record while you refer to it.

Three stock sizes are carried in the VanDeMark warehouse for immediate shipment against your order. The 0106 model is usually used for 4x6 cards, credit card records, bank checks, small ledger pages, and 52 column and 96 column tab cards. The 0107 model Tray is used to handle all types of punched, tabulating and edge-punched cards. The 0109 Tray is the tray which, with added dividers, is used with the VDM Inventory Records. It, of course, can also be used for filing any 8½ x 11 size forms, ledger sheets, print-outs, and brochures.

In addition to these stock Trays, we can provide Trays for any size required from 3" wide to 15" wide, and from 6" deep to 29" deep. Let us know your specific needs and we shall be pleased to recommend specific trays to match those needs.

You will not find the utility, strength and economy of our Trays to be exceeded by any other source. One color only — Neutral Tan.

030-0106	1500 card capacity	15"L x 6"W x 3"H	13 supports	4#	\$13.60
030-0107	1500 card capacity	15"L x 7¾"W x 3"H	13 supports	5#	\$14.80
030-0109	1500 card capacity	15"L x 9"W x 4"H	5 supports	6#	\$16.00

Additional supports are available, should they be desired.

Print-Out File, Deluxe



One of today's major problems is the pile of print-outs. If your computer generates more paper than you can organize in your work area, you'll find this Console especially designed for you. The Console includes generous space for print-outs, isolating each one for easy use and file. You, or your secretary, can make regular replacement of the print-outs as the new ones become available.

No more hunting on your desk for papers. This Console neatly arranges everything for you. The Console is an attractive piece of office furniture, to be placed on a convenient table or on your desk.

Frame Colors: Putty, Black, Beige, Mist Green and Gray.

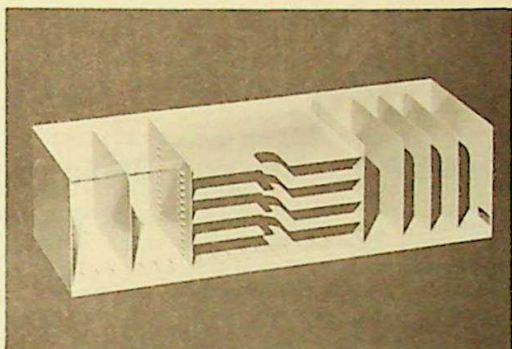
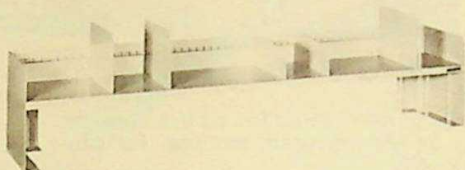
Tops: Honey, Teak, Gunstock Walnut, Gray Scrim, and Beige Scrim.

(Please specify colors when ordering.)

Interior Parts are Neutral Putty color only.

REC'D 6/29/74

5/8/74

DESK ORGANIZERS**Eliminates The Desk-Top Clutter**

**A Place For Everything & Everything In Its Place
—Conveniently**

Two Handy Sizes, Five Colors To Choose From

Holds records, books, files and supplies eight inches above your desk or table. Keeps desk or table top cleared.

Load it with the heaviest items. Its 16-gauge steel frame won't sag. Dividers can be placed every inch of the length, and used either rigid or in a working "V". Add a horizontal shelf unit or corner shelves for extra flat storage if you want it.

Furnished with two 4-inch and three 7-inch vertical dividers.

030-0151 58"L x 10"D x 12"H 41# **\$ 43.50**

Low Profiled and contemporarily styled, this practical Desk Organizer looks good and works hard anywhere. On a desk or credenza, on top of filing cabinets, it holds books, records, and files in sight and within easy reach. Shelf units permit both horizontal and vertical storage in this handy organizer.

This Desk Organizer is furnished with four seven inch vertical dividers and one horizontal shelf unit, as shown. One inch spacing for all dividers provides flexibility in your filing arrangements.

030-0150 30"L x 20"D x 8"H 28# **\$ 39.50**

Both Desk Organizers come in five attractive colors: Putty, black, mist green, gray or beige.

"VDM-45"

Your inventory can provide the right materials at the right time in the right quantity ONLY when you have the right controls. Each item in each stock location must be ordered at the right time, or you'll have shortages and excesses. Similarly, each item must be ordered in the right quantity, or you'll have too big an inventory and your work load will be excessive.

VDM-45 is a service which we provide to calculate all the controls you need for your inventory items. Within 45 days we can take your data and calculate all your order points, line points and economic order quantities. Also, we furnish these controls ready for you to use on manual records, on labels, or ready for your computer.

The cost is only 60¢ to 70¢ per set of controls. We can save you untold drudgery in calculating controls, plus get your improved inventory control started FAST. Call or write to R. L. VanDeMark (214/271-1551) for all the details.

A SERVICE TO CALCULATE ALL YOUR INVENTORY CONTROLS FOR YOU

POLY BAGS

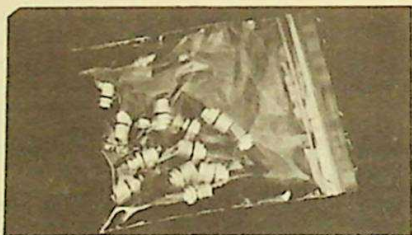


PLAIN

Small Parts Storage, Shipping Service Parts

Three popular sizes of clear virgin polyethylene bags, 003" thick for all the strength you need. Use for packaging small shipments, for service parts storage, for protection against dust and dirt, for bin reserve amounts.

4 x 6	030-0200	4# / M	\$ 7.00/M
6 x 9	030-0201	9	11.60
9 x 12	030-0202	17	19.80

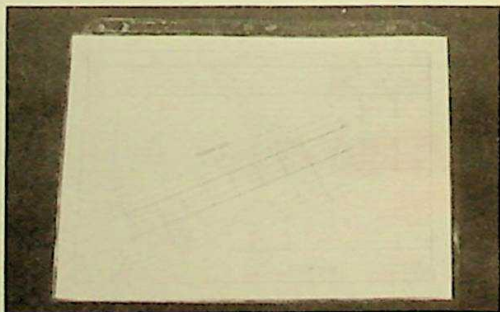


AUTO-CLOSE

Self-Sealing, Economical For Storage & Shipping

Single closure lip bag for quick-sealing items against dust, corrosion and soiling. Seals tight with fingertip pressure along zip-closure; opens again with slight upward pull on two facing plastic sides. Three popular sizes for all your poly bag needs. 2 Mil thickness.

4 x 6	030-0220	4# / M	\$ 16.60 / M
6 x 9	030-0221	10	26.60
9 x 12	030-0222	18	39.80



SHOP ENVELOPES

Protect Shop Orders From Dirt & Mishandling

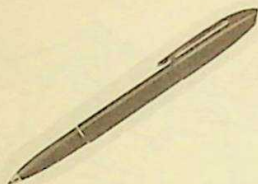
These heavy duty clear plastic envelopes keep your shop orders clean and neat, regardless of working conditions. The clear plastic makes it possible to read the order information without removing from the envelope. There is a "hang-up" hole should you wish to fasten the envelope to a scheduling board or to a material container.

6 x 9	030-0240
9 x 12	030-0241

\$ 19.00 / 100
\$ 22.00 / 100

EXPRESSO

For The Shop Or Warehouse Man On The Move



An exciting new porous-tip pen for exciting writing — clear, smooth, effortless. Always writes a precise line because of the special tip; always bold because of the vivid, bright ink. "Humistatic" ink formulation keeps the tip moist, ready to write immediately, even if the pen has been left open for days. Espresso's dual ink reservoir makes it the long-distance writing champ.

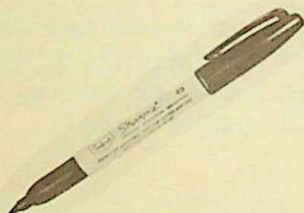
045-0200

\$3.60/Doz.

BLACK, RED

SHARPIE

Fine Point, Precision Marking



A smearproof, waterproof marker with a fine point for precision marking on all types of surfaces: metal, glass, plastics, foils, paper, rubber, cloth, waxed paper, etc. Ink flows and dries instantly.

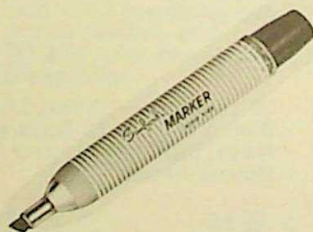
045-0190

\$3.60/Doz.

BLACK, RED

KING SIZE

Lasts Almost Forever, Writes On Wet Surfaces



A king-sized marker for king-sized jobs. Rugged and strong—built to last. Specially built for use in the classroom and for industrial users. This rugged marker will give long, faithful service. The base is recessed to hold the cap while the marker is in use.

045-0160

\$6.40/DOZ.

BLACK, RED

TRANSPORT MARKER

Broad Tip & Pocket Clip



A new style of marker: halfway between the regular broad tips and Sharpie, the fine point marker. Has a wedge-shaped felt tip; a slim, canister-style barrel; a cap with a pocket clip. Made expressly for marking and identifying materials on the move—shipping, receiving, warehousing, etc. Fits the hand and fits the pocket to go right along on the job.

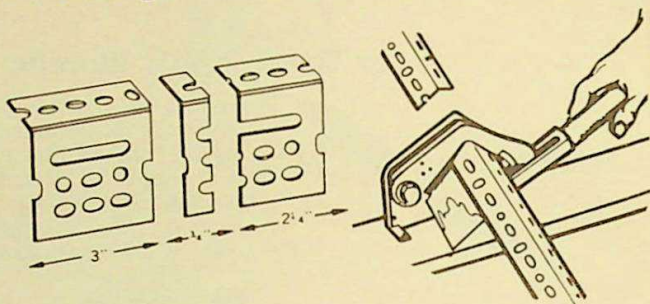
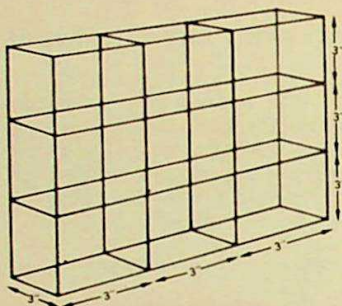
045-0180

\$4.25/DOZ.

BLACK, RED

SLOTTED ANGLE

Custom Build Your Own Storage Racks At Minimum Cost



① SKETCH YOUR PLAN

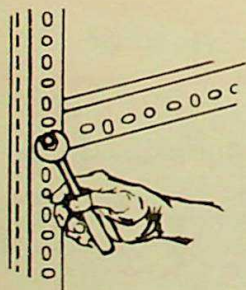
Make a simple, rough sketch of what you need. Show dimensions in multiples of 3". Select the right Bay Angle.

② MEASURE ANGLES

Bay Angles are pre-measured with built-in measuring marks appearing every 3" as your guide. No ruler needed.

③ CUT SECTIONS

With the Bay Angle Cutter, following the 3" guide marks, cut Bay Angles to required lengths.



④ ASSEMBLE BOLT or CLIP

Bolt sections or pieces together with an ordinary wrench.

14 GA.

1.25" x 1.25" x .080"

\$ 33 50
600-1250



10 Lengths — 10 Feet Long.
With 1 Pkg. of 75 Bolts and Nuts ($\frac{5}{16}$ " x $\frac{5}{8}$ ") and 20 Gusset Plates.

14 GA.

1.57" x 1.57" x .080"

\$ 38 80
600-1600



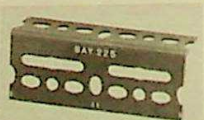
10 Lengths — 10 Feet Long.
With 1 Pkg. of 75 Bolts and Nuts ($\frac{5}{16}$ " x $\frac{5}{8}$ ") and 20 Gusset Plates.

14 GA.

2.50" x 1.61" x .080"

\$ 45 80
600-2250

\$ 52 80
600-2251



10 Lengths — 10 Feet Long.
With 1 Pkg. of 75 Bolts and Nuts ($\frac{5}{16}$ " x $\frac{5}{8}$ ").

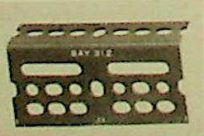
10 Lengths — 12 Feet Long.
With 1 Pkg. of 75 Bolts and Nuts ($\frac{5}{16}$ " x $\frac{5}{8}$ ").

12 GA.

3.12" x 1.61" x .104"

\$ 64 60
600-3120

\$ 76 60
600-3121



10 Lengths — 10 Feet Long.
With 1 Pkg. of 75 Bolts and Nuts ($\frac{5}{16}$ " x $\frac{3}{4}$ ").

10 Lengths — 12 Feet Long.
With 1 Pkg. of 75 Bolts and Nuts ($\frac{5}{16}$ " x $\frac{3}{4}$ ").

**BOLTLESS
SLOTTED
ANGLE
SAVES
TIME & MONEY**

SPECIAL OFFER

Let VANDEMARK Custom-Cut Your Order, Avoid Waste

Slotted Angle is great for making shelving that fits precisely the space and material available. However, you can spend a lot of time figuring out how much angle you need and then trying to order so there won't be materials left over. The VanDeMark Custom Cutting Offer will figure out your slotted angle requirements and ship you a set of the angle pieces you need for final assembly.

How To Order

With Custom Cutting you don't have to buy a cutter, nor will you have any angle left over. The charges are quite nominal for this service. Send us your needs: a rough sketch of what you want, indicate the outside dimensions (the space the completed unit must fit into), and the anticipated total load for each shelf. We'll then send you quotation for choosing the proper angle, calculating the structural pieces needed, and making the cuts required. After you accept our quotation, we'll cut and ship exactly what you need for final assembly — and for useful shelving in operation.

PRICES FOR BUNDLES OF SLOTTED ANGLE

600-1250	1.25 x 1.25 x 14 ga.	10 pcs. x 10'	57 #	\$33.50
600-1600	1.57 x 1.57 x 14 ga.	10 pcs. x 10'	70 #	38.80
600-2250	2.50 x 1.61 x 14 ga.	10 pcs. x 10'	85 #	45.80
600-2251	2.50 x 1.61 x 14 ga.	10 pcs. x 12'	101 #	52.80
600-3120	3.12 x 1.61 x 12 ga.	10 pcs. x 10'	136 #	64.60
600-3121	3.12 x 1.61 x 12 ga.	10 pcs. x 12'	163 #	76.60

PRICE FOR ANGLE CUTTER	698-1000	\$49.50
Gusset Plates	617-0001	.20
Footplates	195-0003	.20

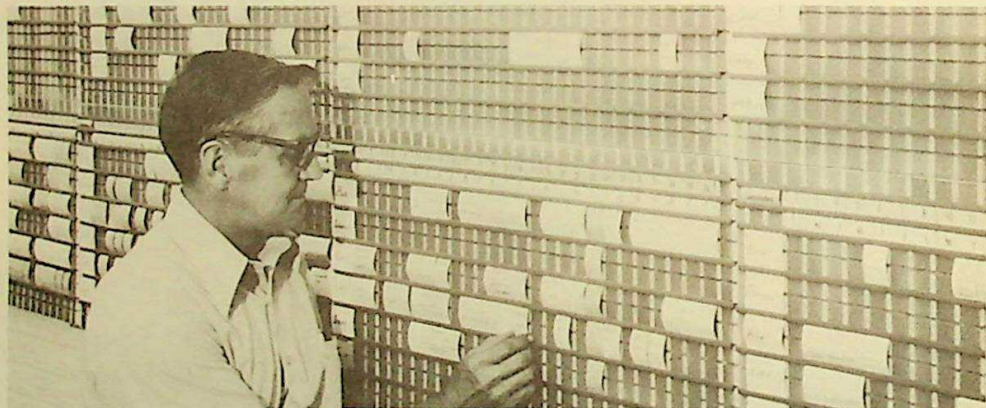
SCHEDULING EQUIPMENT

Increases Capacity Utilization

Simplify your scheduling and loading work with the new, modular CONTROL BOARDS. Choose the time increments you want. Organize the work that must be controlled for the equipment and/or personnel available. VanDeMark CONTROL BOARDS then adapt to your plans — you need **not** adapt to the equipment.

The Boards are 17" x 29" units, with 1" spacing both ways. The sturdy plastic INSERT HOLDERS can be placed on any multiple of 1" spacing to hold the width scheduling/loading strips you wish to use. With metal inserts, you can identify special conditions with magnets.

Proper Scheduling Gets Jobs Out On Time



Simple To Set-Up, Easy To Maintain

The modular BOARDS can be fastened together in any combination desired. Control capacity can be increased quickly and easily at any time. Complete hardware is furnished.

CONTROL BOARDS 075-0640 \$1150

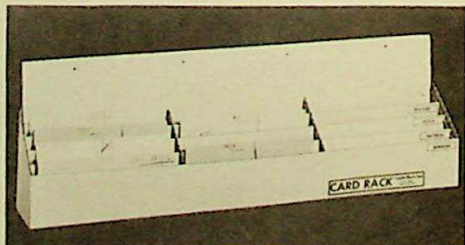
INSERT HOLDERS 075-0641 \$.80/EA

COMBINATION (1 Board, 10 Insert Holders) 075-0660 \$1750

CARD RACK For Shop Order Dispatching At Low, Low Cost

Use the *new* CARD RACK for inexpensive dispatching. Each RACK has three sets of card pockets. Each RACK then shows you three work areas, at a glance: work released, material available, tools ready, and jobs working.

The CARD RACK is made of sturdy corrugated board, delivered to you all assembled ready to use. Fasten two to a BOARD SECTION, or just fasten to any convenient wall or sheet of plywood. Place CARD RACKS wherever you have work to organize: dispatcher's area, foreman's office, by the equipment, etc. Here's the most economical way to organize your shop work, for less than \$1 per work area!!

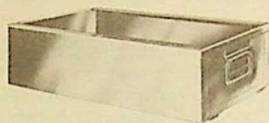


PACKED 4 PER BOX 24" X 8" X 3"

CARD RACK 075-0631
4 @ \$11.40

STACKING BOXES

For Shop Floor, Shelf Storage — Fireproof, Oil-Proof



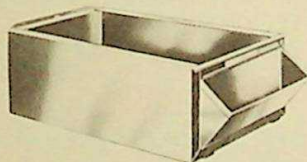
Models A, G

Small, light, and easily handled. Drop handle at each end and skids which act as a positive stacking lock. Will stack with bin front model of same length and width. Available in open or closed end.



Models C, D

An ideal all-purpose shop box with rigid handle and hook hole at each end. Heavy skids act as positive stacking lock. Will stack with 746-5000 series models of same length and width. Available in open or closed end.



Models B, E, F, H

A continuous rim stacking bin with labelholder at front and drop handle on opposite end. Exclusive BAY rim corner support. Four corner rivets for extra strength. Will stack with 746-8000 series models of same length and width. Available in open or closed end.

	Model (Gray Finish)	Model (Unpainted)	W	L	H	
A	746-3031	746-3030	9"	13½"	4½"	\$ 5.10
B	746-7031	746-7030	9"	13½"	4½"	5.20
C	746-6011	746-6010	10"	16"	6"	5.40
D	746-6021	746-6020	12"	18"	8"	7.20
E	746-5011	746-5010	10"	16"	6"	6.30
F	746-5021	746-5020	12"	18"	8"	8.10
G	746-8021	746-8020	12"	18"	8"	8.20
H	746-9021	746-9020	12"	18"	8"	9.10

SHELVES FOR STORAGE BINS

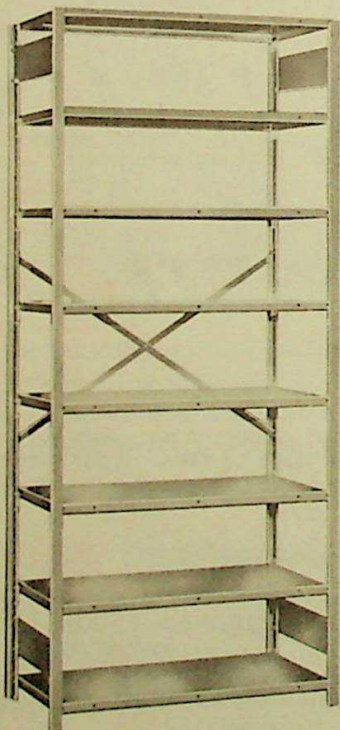
**Pick The Shelving To Match Your Storage Bins, OR
Ask Us To Make A Shelf Layout To Match Your Needs**

Economical, heavy-duty commercial shelving units ideal for holding your Storage Bins (opposite page). Standard six foot height and three foot width to fit your storage area dimensions. The shelves are spaced properly for maximum use of vertical space, with your choice of shelving for your 4" and 6" Storage Bins.

Strong, rigid and safe — each shelf unit is rated at over 400# load with no shelf deflection. Shelves are made from Automotive Gauge Steel and the uprights are made from heavy 16 gauge steel angle. Compare with other commercial grade shelving — see the added value reflected in the heavier package weights. When you get more steel, you get more value!

Sway braces are provided on both rear and sides to eliminate dangerous swaying of loaded shelves.

For your 9" and your 12" deep Storage Bins, choose either:



To hold your 4" high Storage Bins
13 shelves, 6'3" high, 12" deep,
open back and sides

060-1500

\$37⁸⁰

To hold your 6" high Storage Bins
10 shelves, 6'3" high, 12" deep,
open back and sides

060-1510

\$31⁹⁰

For 18" deep Storage Bins, choose either:

To hold your 4" high Storage Bins
13 shelves, 6'3" high, 18" deep,
open back and sides

060-1520

\$44⁵⁰

To hold your 6" high Storage Bins
10 shelves, 6'3" high, 18" deep,
open back and sides

060-1530

\$36⁸⁰

EACH SHELF UNIT HAS GREAT CAPACITY

The 13 shelf units hold either 182 — 2" wide Storage Bins, or 104 — 4" Bins, or 65 — 6" Bins, or 39 — 9" Bins, or 26 — 12" Bins.

The 10 shelf units hold either 130 — 2" wide Storage Bins, or 80 — 4" Bins, or 50 — 6" Bins, or 30 — 9" Bins, or 20 — 12" Bins.

How many Shelf Units do you need for your Storage Bins?

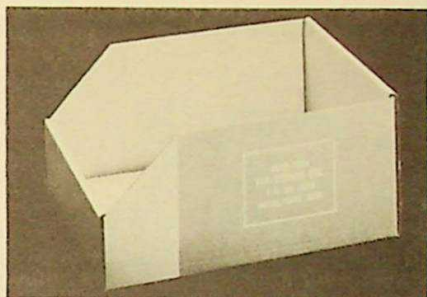
STORAGE BINS

**DURABLE 200# TEST
CORRUGATED FIBREBOARD
BINS
FOR LOW-COST STORAGE**

**20 SIZES SAVE SHELF SPACE:
2 BIN HEIGHTS — 4" & 6"**

Conserve Shelf Space

- + The exact depth to match your shelves — three sizes: 9", 12" and 18". No waste space at the back of the shelf.
- + Widths to match the bulk of your items — 2", 4", 6", 9" and 12". Match the size of the bin to the exact needs of your items.
- + Two bin heights to reduce your need for expensive steel shelving — 4" and 6". Corrugated fiberboard is a lot cheaper than steel shelving. Space your shelves properly and save money.



You can pay more money, but you can't get better space-saving storage for small parts. All bins are made of strong 200 lb. test corrugated fiberboard. They give you a neat, organized, easy-to-use storage system . . . the inexpensive way.

Storage bins provide a space-saving stock of parts at assembly stations, tool cribs, stockrooms and supply areas. They are durable and long-lasting.

Provides Orderly, Low-Cost Storage

MINIMUM ORDER 100/SIZE

Wid-Dep-Hgt	Wgt	Model	\$/100
2 9 4	14	060-0360	\$13.00
4 9 4	21	060-0361	15.00
6 9 4	26	060-0362	17.00
4 9 6	27	060-0363	19.00
6 9 6	34	060-0364	21.00
12 9 6	41	060-0365	27.00
2 12 4	16	060-0366	14.00
4 12 4	22	060-0367	16.00
6 12 4	29	060-0368	18.00
9 12 4	36	060-0369	22.00

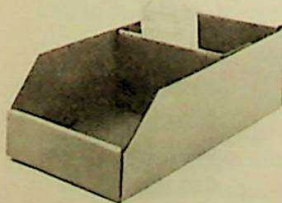
Wid-Dep-Hgt	Wgt	Model	\$/100
12 12 4	41	060-0370	27.00
4 12 6	31	060-0371	21.00
6 12 6	38	060-0372	23.00
9 12 6	47	060-0373	27.00
12 12 6	51	060-0374	34.00
4 18 4	28	060-0378	26.00
6 18 4	33	060-0379	29.00
12 18 4	52	060-0380	41.00
4 18 6		060-0381	34.00
6 18 6		060-0382	37.00

Adjust to Any Division of Bin

Holds Visible Bin Reserve Tag

Plus Dividers

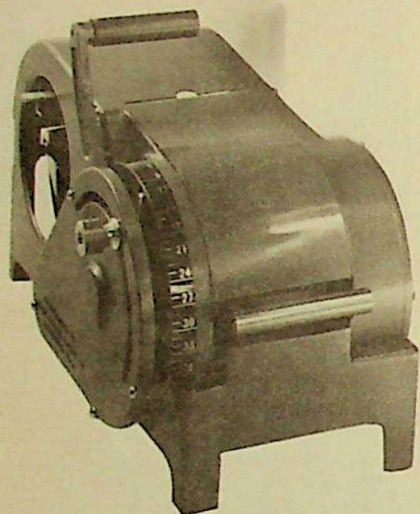
There is a divider for each width bin, with adjustment for bin depth (4" or 6"). Metal clips are furnished to hold the dividers in any location in the bins. All but the 2" width dividers are slotted to hold Bin Reserve Tags — easy to see and protected. Use the Dividers for easy separation of your reserve materials.



Width	Wgt.	MODEL	\$/100
2"	5#	060-0390	6.00
4"	8#	060-0391	7.00
6"	13#	060-0392	8.00
9"	16#	060-0393	9.00
12"	20#	060-0394	10.00

TAPE SHOOTER

Saves Tape, Wherever You Close Packages



Gummed Tape Dispenser for standard gummed kraft, reinforced tapes, and cloth tapes. Special features for better sealing and longer service include: Long-lasting self-sharpening steel cutting blades. Visible automatic water-level control — and stainless steel plus aluminum construction for rust-free operation. Positive spring-free gravity clutch that will never wear out or give you troubles. Jumbo water brush which provides added moistening surface and is easy to clean.

Size: 12"W x 12½"H x 20"L

Shipping Weight 38#

Tape Capacity: Up to 3" in width. Length of tape from 3" to 36" in one stroke of handle. Double-stroking provides extra length.

Accurate use of tape with this machine. Set a simple dial and the tape is cut exactly to length, eliminating waste of tape on every package.

060-1460 Tape-Shooter, Hand \$89.00

TAPE

High Strength, Low Cost To You

Excellent quality, properly gummed tape in most popular widths. Standard Kraft Tapes are 60# and 600 ft. per roll. Reinforced tapes do the job of several strips of standard kraft tape. Asphaltic Tapes come in 300 ft. rolls, Non-Asphaltic Tapes in 375 ft. rolls. Reinforced tapes meet both Uniform Freight Classification Guide and Federal Government Specification.

	1 ctn.	3 ctn.	5 ctn.
060-1470 Kraft, 2" 15 rolls per carton, 39#	\$13.00	12.50	11.50
060-1472 Kraft, 3" 10 rolls per carton, 39#	"	"	"
060-1474 White, 2"	16.50	15.50	14.50
060-1476 White, 3"	"	"	"
060-1480 Reinforced, Brown Asphaltic, 2" 15 rolls/carton, 39#	20.00	18.50	17.00
060-1482 Reinforced, Brown Asphaltic, 3" 10 rolls/carton, 39#	"	"	"
060-1484 Reinforced, Brown Non-Asph 2" 12 rolls/carton, 39#	21.00	19.50	18.50
060-1486 Reinforced, Brown Non-Asph 3" 8 rolls/carton, 39#	"	"	"
060-1488 Reinforced, White Non-Asph 2"	24.50	23.00	21.50
060-1490 Reinforced, White Non-Asph 3"			

LABELS & LABELER

Identify Shelves, Locations, Parts, Bins & Files

You probably now use labels for many places requiring identification. When you need more self-adhesive Label Tapes, order from VanDeMark. We carry Avery 12-foot rolls in four popular colors: Red, Black, Blue and Green. Our labels are standard, our delivery is from stock the day your order is received, and our prices are attractive.

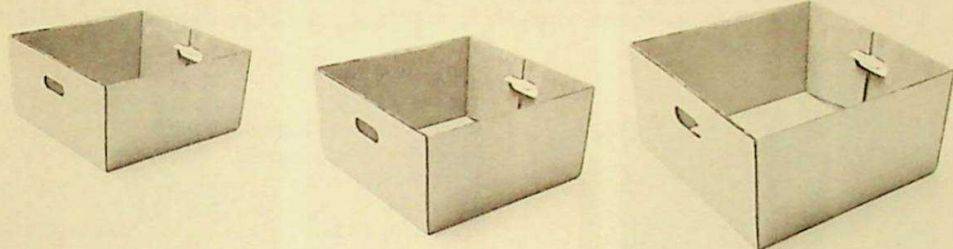
FREE . . . Your Choice, A Labeler Or Extra Tape

	Price	12 Tapes + 1 Labeler	20 Tapes
¼" width	\$12.50	050-0275	050-0276
⅜" width	\$15.00	050-0285	050-0286
½" width	\$19.00	050-0295	050-0296

(Be sure to specify color with your order.)

TOTE PANS

Handy Order Pickers, Storage Boxes



Tote Pans

Three handy size Tote Pans for your order picking and light material storage. The 275# test corrugated construction with double end thickness provides you with long-lasting Tote Pans. Hand holes in the ends make handling a joy for the stock picker. The slight taper on each Pan permits nesting for storage in limited space.

Furnished in the flat, ready for assembly. Staple or tape before use.

060-0410	Small Tote Pan	6x12x18	25 for	17.00
060-0411	Medium Tote Pan	9x15x24	25 for	\$24.00

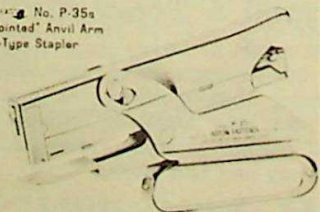
STAPLER

Assemble Tote Pans, Dividers — Any Shipping Boxes

Deep 2¾" throat reaches into hard-to-get-at places for stapling with easy, positive action. Spear-pointed anvil arm penetrates edges of corrugated containers for clinching staples inside. Seals and strengthens carton without damage to contents.

Ideal for use in assembling Tote Pans and Storage Bin Dividers. Also great for sealing kraft mailing bag, and for fastening extended carton flaps for packing and shipping. This stapler will have a thousand uses in your warehouse and plant for receiving, shipping and packaging.

Arrow No. P-35a
"Spear-Pointed" Anvil Arm
Plier-Type Stapler



Rugged construction, easy operation, lasting chrome finish, and simplified staple loading make this stapler your best buy for long-term satisfactory usage. Arrow manufacture, VanDeMark guarantee.

Heavy Duty Plier Type Stapler,
with Spear Point 060-1430 \$ 8.90

Order your heavy wire, wedge-pointed Arrow staples direct from VanDeMark. Immediate shipment from stock, reasonable prices.

Heavy Wire Wedge-Pointed Staples, ⅜" Leg. 060-1441 one ctn. for \$2.35 ea.
fifty ctn. for \$2.10 ea.

STOCK-PICKERS

Fill Orders, Gather Parts, Prepare Shipments

Wholesalers!

Here's a great way to cut your 'pick, pack & ship' time.



Need more room for your parts, for your orders? The VDM Stock-Picker can be just the means of accumulating your items in one place, in one loading. The top tray of the Stock-Picker is deep, holding much more than the usual stock cart. Each top tray is a full 16" deep, providing 4½ cubic feet in the 16" wide model and a big 8 cubic feet in the 24" wide model.

With the Stock-Pickers you can pick a whole order and not have it fall out on the floor before you get it to the shipping area!

30x16 070-0444
\$55⁵⁰

36x24 070-0445
\$59⁵⁰

Ladder Attachment

For That High Shelf Picking

Make use of those top shelves—with ease. Attach a VDM Ladder to your Stock Cart or Stock Picker. When you step on the ladder, the feet lock to the floor. Retracting springs lift ladder off floor for easy movement of load between uses. Tubular frame assures strength and rigidity when in use. The horizontal cross-bar is a hand grip, a place to lean, and a convenient push bar. The ladder is easily attached to the cart or stock-picker by bolting four brackets to pre-punched leg holes. Sizes available for both 16" and 24" wide Stock Carts and Stock-Pickers.



	16	24
MODEL	070-0450	070-0451
SHPG.	41	52
WT.		
PRICE EA.	\$42 ²⁰	\$47 ⁵⁰



CARTS Rugged & Economical

Mobile stock carts made of heavy gage steel construction, designed for use in stockrooms, toolrooms, storage and assembly areas. Excellent for filling orders and moving material from one place to another. All stock carts are easy to maneuver, have four strong rubber wheels, two stationary and two swivel.

	30x16-2	30x16-3	36x24-2	36x24-3
MODEL	070-0440	070-0441	070-0442	070-0443
SHPG.	46	65	58	83
WT.				
PRICE EA.	\$29 ⁹⁰	\$34 ⁴⁰	\$34 ⁵⁰	\$39 ⁹⁰

and ACCESSORIES

Make It Easier To Handle Paperwork & Write On Orders

When your stockpickers go into the warehouse area to pull sales orders, how well equipped are they to do their jobs quickly and accurately? Provide them with VDM Stock-Pickers — *plus Order Boards and Racks*. You'll find that each stockpicker will pull more orders each day, reducing your order filling cost. You'll also have fewer mistakes in the paperwork handling because the Boards and Racks provide an orderly arrangement of all the forms which your people must handle.

ORDER BOARDS

Fastened to the end of the Stock-Picker, each Order Board becomes the user's mobile desk. The clip holds the papers while writing and while picking stock. No more losing papers or having to pick up those dropped while handling stock. The Board is at a convenient writing height and angle for any notations to be placed on the forms by the user. Your paperwork coming back from the warehouse will be easier to read — no more mistaken numbers and disagreement between the packing list and the invoice!

Easily fastened to end of Stock-Picker with four bolts. Delivered K-D.

Order Board for 16" width Cart or Stock-Picker 070-0480

\$ 12.60

Order Board for 24" width Cart or Stock-Picker 070-0481

\$ 15.90

RACKS — SHEET & CARD

The Racks hang on the sides or ends of the Stock-Picker, holding the extra forms which your people use in the warehouse. Orders to be filled, orders that have been filled, plus orders with back-orders can be neatly segregated for use and delivery. Organization of the paperwork will speed up the stockpickers work and reduce your costs of order filling. Hangers furnished.

The Sheet Rack holds the 8½ x 11 type papers. The Card Rack holds the 3x7 EDP-type cards. Pick the size you need to match the needs of your system. Use them both, if you need them — there's plenty of room on the sides and ends of each Stock-Picker. Hangers furnished.

Rack, Card Size 10"W x 7"H 070-0485

\$ 9.90

Rack, Sheet Size 13"W x 15"H 070-0486

\$ 14.50



Separates & Holds

Your Papers In Order

MARK-COUNTER Accessories

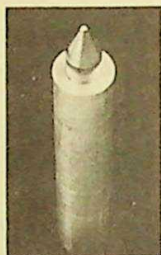
FELT TIPS for Pens — Replacement felt tips are available, packaged by the dozen. Felt Tips (for pens) 055-0322 \$3.00 per dozen.

INK SOLVENT — Ink Solvent is especially useful for cleaning pen barrel and tip when changing colors and for removing ink from hands.
055-0338 4 oz. \$1.00 Pint \$3.30

Need an Identifying Letter, Number, Symbol??

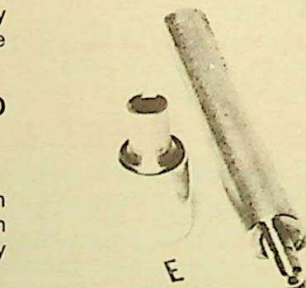
STYLUS MARKER — An aluminum pen body with a pointed steel tip attached. The Stylus Marker works just the same as a pen, except it leaves a small pin prick instead of a dot of ink. Fits any MARK-COUNTER Assembly.

Stylus Marker 055-0323 \$7.50



STAMP — Each Stamp is pre-inked, gives about 25,000 counts, and is used with the Stamp Adaptor in any MARK-COUNTER Assembly. The Stamps are available in stock symbols: A, B, C, D, E, 1, 2, 3, 4, 5.

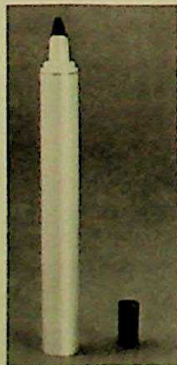
Stock Stamps (symbol desired): 055-0324 \$8.80



STAMP ADAPTOR — Acts as pen body to hold Stamp in MARK-COUNTER Assembly. Easily put into and taken from MARK-COUNTER. Attachment of stamp also easily made.

Stamp Adaptor 055-0334 \$9.00

PENS — DISPOSABLE & REFILLABLE



The MARK-COUNTER Pen is made of light weight aluminum with a $\frac{3}{4}$ " barrel. The capacity is great enough to give you thousands of counts. The Refillable Pens are exactly alike, except the Refillable Pen nozzle screws out easily for refilling with ink. The Refillable Pen is easy to clean and to change felt tips for color changes.

Both Pens can be used for general marking purposes as well as in the MARK-COUNTER. Valve actuated ink flow saves ink, prevents blotches and spill. Disposable colors: Red, Black, Yellow, Green and Blue.

055-0337 Pen, Refillable

\$4.80

055-0338 Pen, Disposable (Please indicate color desired.)

\$3.40

MARK* COUNTER KITS

31

For Disposable PENS



A handy Kit with four different ink colors in the disposable pens which are furnished with the regular MARK* COUNTER Assembly. Try the four sparkling colors, use them for color coding your inventory for value or for age.

055-0350

\$ 31.00

For Refillable PENS



Equal to the Kit above, but includes a refillable pen and four containers of four different color inks. Use them to color code your inventory for value or for age.

055-0351

\$ 33.80

Marking Kit 055-0336



This handy Marking Kit includes a selection of four of the most popular colors and four of the regular Marking Pens. Color labels corresponding to the inks are on the Pens for easy color coordination.

MARKING KIT (includes 4 Pens, 4 - 4 oz. Ink containers, and one dozen Felt Tips) **\$24.50**

Ink — 5 Colors Permanent

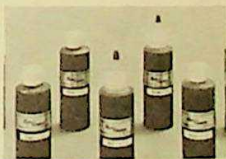
Five colors of ink are available in permanent red, black, blue, green, and yellow

For Refillable PENS

055-0315

4 Oz. \$1.00

Pint \$3.50



THE VanDeMark GUARANTEE

SERVICE — We ship all orders the day received and answer all inquiries within two days of receipt.

FREE TRIAL — If you are not satisfied, materials in condition for resale may be returned in 10 days at no charge. Satisfaction guaranteed.

TERMS — Net 30 days.

Postage: Prepaid on Books, Calculators and Mark*Counter equipment.
All other products are F.O.B. Dallas.

Discount for cash with order:

\$0.50 for orders up to \$20.00

\$1.00 for orders over \$20.01

Quantity Discounts:

\$5.00 for orders over \$100.01 up to \$300.00

\$20.00 for orders over \$300.01 up to \$800.00

\$70.00 for orders over \$800.01

(Note: Cash and Quantity Discounts may be combined on one order.)
Texas State Sales Tax added to Texas orders. Foreign orders must be accompanied by USA dollars including shipping charges. Orders from individuals must be accompanied by payment.

IN ONE OPERATION

COUNT

AND

IDENTIFY

WITH

THE

Re MARKable



HOW IT WORKS

You hold it like a pencil — as in the picture above. You put the tip against what you want to count — just like putting a pencil point down to write. Then you press lightly. It only takes a 1# push. You release the pressure and the counter clicks once. That's all there is to it.

The MARK+COUNTER marks as easily as a pencil. Counts as fast as an adding machine. And it does both jobs in half the time it'll take you any other way.

MARK+COUNTER Assembly (including
1 pen) Refillable 055-0310 **\$28⁵⁰**

MARK+COUNTER Assembly (including 1 Disposable Pen) 055-0309 **\$25⁹⁰**

Prices Effective 2-26-74

STURDY

If one word could express the aims for our products it would undoubtedly be the word "sturdy." We aim for simplicity and utility. Each product in this catalog has been either developed by VanDeMark or has been used by VanDeMark personnel and found equal to our high standards of simplicity and utility. Simplicity means that you won't find any expensive frills or fancy finishes. Utility means that you will find top quality materials, fabricated to provide you with long life use and ease of operation.

We cannot be the cheapest because that would not provide you with the top quality merchandise you seek. We are able to promise you the most value for your purchasing dollar. Furthermore, we ship the day we receive your order. We shall look forward to an opportunity to be of service.

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